

Period	Before	2012 T1	2012 T2	2012 T3	2013 T1	2013 T2	2013 T3
Venue		Waikoloa	San Diego	San Antonio	Orlando	Geneva	Dallas
		NA	NA	NA	NA	NNA	NA
Paid Attendees		661	824	704	673	693	809
AV Expenses Per Person		-\$39.30	-\$26.74	-\$34.90	-\$32.01	-\$44.93	-\$31.41
Credit Card Fees Per Person		-\$29.05	-\$23.80	-\$26.93	-\$26.52	-\$28.22	-\$26.04
Get802 Expenses Per Person		-\$75.68	-\$73.54	-\$75.00	-\$74.89	-\$74.24	-\$73.52
Infrastructure Expenses Per Person		\$0.00	-\$2.96	-\$3.30	-\$2.97	\$0.00	\$0.00
PCO Expenses Per Person		-\$105.69	-\$92.24	-\$97.80	-\$100.94	-\$133.51	-\$91.85
Misc Meeting Expenses Per Person		-\$2.29	-\$2.30	-\$2.57	-\$1.49	-\$0.13	-\$2.28
Networking Expenses Per Person		-\$122.42	-\$102.25	-\$98.53	-\$101.35	-\$65.64	-\$102.76
Shipping Expenses Per Person		-\$26.52	-\$7.71	-\$10.80	-\$9.07	-\$11.07	-\$9.64
Site Survey Per Person		-\$9.71	-\$6.87	-\$11.65	-\$4.11	-\$23.87	-\$10.11
Staff Rooms Per Person					-\$10.37	\$0.00	\$0.00
Social Expenses Per Person		-\$81.66	-\$79.00	-\$66.16	-\$82.76		-\$66.29
Venue Expenses Per Person						-\$564.21	
F&B Expenses Per Person		-\$281.77	-\$100.14	-\$125.25	-\$114.49		-\$128.88
Other Expenses Per Person		\$0.00	\$0.00	\$0.00	-\$2.17	\$0.00	\$0.00
Total Meeting Expenses Per Person		-\$774.09	-\$517.55	-\$552.90	-\$563.15	-\$945.83	-\$542.77
Meeting Sponsorship Per Person						\$555.92	
Net Meeting Expense Per Person		-\$774.09	-\$517.55	-\$552.90	-\$563.15	-\$389.90	-\$542.77
Meeting Fees Per Person		\$561.27	\$461.56	\$471.59	\$559.62	\$562.59	\$565.64
Commissions Per Person		\$90.62	\$73.62	\$79.71	\$77.55	\$0.00	\$71.64
Misc Income Per Person						-\$1.16	
Foreign Venue Setaside Per Person					-\$106.98		-\$104.94
Net Meeting Revenue Per Person		\$651.89	\$535.18	\$551.30	\$530.19	\$561.43	\$532.33
Net Surplus/Deficit Per Person		-\$122.20	\$17.62	-\$1.60	-\$32.96	\$171.52	-\$10.44

Period	Before	2012 T1	2012 T2	2012 T3	2013 T1	2013 T2	2013 T3
Venue		Waikoloa	San Diego	San Antonio	Orlando	Geneva	Dallas
		NA	NA	NA	NA	NNA	NA
Net Meeting Surplus/Deficit		-\$80,777.00	\$14,520.49	-\$1,125.50	-\$22,180.39	\$118,865.59	-\$8,444.58
Foreign Venue Setaside		\$0.00	\$0.00	\$0.00	\$72,000.00	\$0.00	\$84,900.00
Other Income		\$1,257.90	\$1,446.85	\$987.27	\$811.77	\$740.42	\$579.81
Other NA Expenses		-\$6,953.92	-\$8,138.05	-\$3,639.06	-\$60.20	\$0.00	-\$10,549.28
Other NNA Expenses		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	-\$7,137.76
NA Reserves	\$1,012,314.53	\$925,841.51	\$933,670.80	\$929,893.51	\$908,464.69	\$909,205.11	\$890,791.06
NNA Reserves	\$0.00	\$0.00	\$0.00	\$0.00	\$72,000.00	\$190,865.59	\$268,627.83
Singapore Funds	\$102,481.00	\$174,102.98	\$172,601.49	\$176,271.20	\$174,777.07	\$168,902.22	\$170,581.25
Total Reserves	\$1,114,795.53	\$1,099,944.49	\$1,106,272.29	\$1,106,164.71	\$1,155,241.76	\$1,268,972.92	\$1,330,000.14

Period	2014 T1	2014 T2	2014 T3 (Est)	2015-01 (est)	2015 T1 (est)	2015 T2
Venue	Beijing	San Diego	San Antonio	Atlanta	Berlin	Waikoloa
	NNA	NA	NA	NA	NNA	NA
Paid Attendees	622	821	729	671	748	
AV Expenses Per Person	-\$99.05	-\$23.64	-\$34.55	-\$81.97	-\$79.88	
Credit Card Fees Per Person	-\$32.01	-\$28.53	-\$31.75	-\$38.15	-\$35.10	
Get802 Expenses Per Person	-\$70.06	-\$73.54	-\$74.69	\$0.00	-\$72.79	
Infrastructure Expenses Per Person	-\$11.19	-\$3.04	\$0.00	-\$2.29	-\$15.41	
PCO Expenses Per Person	-\$149.52	-\$91.31	-\$114.25	-\$115.06	-\$112.97	
Misc Meeting Expenses Per Person	-\$1.45	-\$2.70	-\$3.26	-\$2.44	-\$3.07	
Networking Expenses Per Person	-\$105.76	-\$105.27	-\$107.83	\$0.00	-\$105.97	
Shipping Expenses Per Person	-\$15.64	-\$6.96	-\$7.89	-\$2.25	-\$14.71	
Site Survey Per Person	-\$19.30	-\$1.21	-\$3.16	\$0.00	\$0.00	
Staff Rooms Per Person	-\$29.84	\$0.00	\$0.00	-\$6.16	-\$8.27	
Social Expenses Per Person	\$0.00	-\$64.70	-\$85.77	\$0.00	-\$40.71	
Venue Expenses Per Person	-\$532.94				-\$163.18	
F&B Expenses Per Person	-\$367.12	-\$107.88	-\$155.26	-\$121.27	-\$170.28	
Other Expenses Per Person	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Total Meeting Expenses Per Person	-\$1,433.89	-\$508.77	-\$618.40	-\$369.59	-\$822.35	
Meeting Sponsorship Per Person	\$32.15		\$1.51			
Net Meeting Expense Per Person	-\$1,401.74	-\$508.77	-\$616.89	-\$369.59	-\$822.35	
Meeting Fees Per Person	\$656.67	\$577.07	\$587.86	\$563.86	\$637.83	
Commissions Per Person	\$88.24	\$86.05	\$86.48	\$83.22	\$61.40	
Misc Income Per Person	\$7.35			-\$1.49	\$10.75	
Foreign Venue Setaside Per Person		-\$104.99	-\$108.50	-\$104.62		
Net Meeting Revenue Per Person	\$752.26	\$558.13	\$565.83	\$540.97	\$709.99	
Net Surplus/Deficit Per Person	-\$649.48	\$49.36	-\$51.06	\$171.38	-\$112.36	

Period	2014 T1	2014 T2	2014 T3 (Est)	2015-01 (est)	2015 T1 (est)	2015 T2
Venue	Beijing	San Diego	San Antonio	Atlanta	Berlin	Waikoloa
	NNA	NA	NA	NA	NNA	NA
Net Meeting Surplus/Deficit	-\$403,975.75	\$40,521.38	-\$37,220.49	\$114,996.60	-\$84,048.99	
Foreign Venue Setaside	\$0.00	\$86,200.00	\$79,100.00	\$70,200.00	\$0.00	
Other Income	\$390.91	\$339.01	\$375.05		\$350.00	
Other NA Expenses	-\$6,515.10	-\$324.00	-\$7,936.31		\$0.00	
Other NNA Expenses	-\$28,962.02	-\$2,339.15	-\$23,261.53		\$0.00	
NA Reserves	\$884,666.87	\$925,203.26	\$1,049,857.51	\$1,164,854.11	\$1,165,204.11	
NNA Reserves	-\$164,309.94	-\$80,449.09	-\$25,045.83	\$45,154.17	-\$38,894.82	
Singapore Funds	\$171,538.86	\$172,447.70	\$0.00			
Total Reserves	\$891,895.79	\$1,017,201.87	\$1,024,811.68	\$1,210,008.28	\$1,126,309.29	